

## Callaghan returns today to face Tory attack over industrial situation

## Lorry strike may be made official after peace bid fails

Road havlage services conld face an almost complete shutdown by the end of the week after failure of talks yesterday between employers and union
officials.



 erpected to plu
into 2 series
with Ministers.
EEC may oppose use of shipbuilding aid fuid

## Animal feed mill supplies blocked


progress' in rail talks

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## Hard times and hard bargaining in Iran

## Guerrila fighting continues in north west Cambodia



# Why come to Britain's largest unit trust group for your guaranteed investments? 

## Guaranteed Income Investments

As market conditions dictate, we are able to offer investments作 return of capital at the end

## Guaranteed GrowthInvestmients

We are also able to offer investments which provide a high guaranteed rate of growth over a fixed number of years. We are currently
offering Guarainted Growth Bonds for terms from 3 to 10 years which offering Guaranteed Growth Bonds for terms from 3 to 10 years which
offer growth rates between $7.2 \%$ and $9.5 \%$ p.a. net of tax at $33 \%$.

## School Fees Capital Plan

By starting a Plan before the childstarts at a fee-paying school, significant sarings can bemade in the cost of school fees. In retum for a single lump-sum contribution the Plan provides a series of guaranteed payments each term, which will not giverise to any personal tax liability.

## Annuities

We offer a completerange of immediate annuities, both for single and joint lives, which can be tailored to meet individual requirements

House-Owner's Retirement Income Scheme<br>This enables single or widowed people aged 70 or more (married on the value of their home. It does not involve selling the home orlosing the freedom to move at any time, and if the house rises in value, a further increase in income can be arranged.

If you require a guaranteed return from part of your capital, it will always pay you to consider our guaranteed investments which are designed to meet a tumber of specific objectives.

Wide investment experience. At Save \& Prosper we have acquired considerable investment experience over the past 44 years, becoming Britain's largest unit trust group. From this base we have developed new ways for investing in other types of funds as well as unit trusts so that investors can achieve more objectives in simple and tax-eficient ways. As a result we are now also a major force in life assurance, pensions and annuities. At 1st January 1979 Save \& Prosper Group managed $£ 923$ million for some 700,000 investors.

Guaranteed investments to meet your needs. Our range of guaranteed investments is a good example of our technical expertise in designing plans which can be . tailored to meet individual requirements. We have been able to select the best features of existing contracts on offer, refine them and often incorpcrate our own innovations. You will find too that the return on our guaranteed growth or income investments usually compares favourably with the net returns available from building societies over similar terms.

Further information. For further details please consult your professional adviser or one of our branch. offices throughout the country, or telephone our Customer. Services Department on 01-554 8899.

We have branches in Birmingham, Brentford, Bristol, Croydon, Edinburgh, Glasgow, Ilford, Leeds, Manchester, Newcastle-upon-Tyne, Nottingham, Plymouth and Southampton.

## Oil workers put pressure on Carter <br>      confrats covering enion   Cornon presiden mine mated  and inoush woreres were toin     <br> Troops patrol in Lima <br>    $\underset{\substack{\text { wind sind } \\ \text { Reuber } \\ \text { Ref }}}{ }$ <br> China's choice for U.S. envoy  senators yesterdas who be favoured to be the first can Ampanti  

## When doing business in Saudi Arabia, the first thing you need is a second bank

## The Saudi market is nomore difficult

 Butitis differentWhich is why the tirst thing you will need is a expertise in Saudi A int
Sexpentise international Bank is a wholesale hark located in LondonIt is an ideal complement to your existing banks. For example, Saudi International Bank is the maior
London marketmaker in Riyals.Mary London marketmaker in Riyals.Manyinternal
companies use and value this service since most contracts with the Saudi Arabian Govermment are denominated in that currence.
get in touch with Saudi Internationsl Bank Arabia Either write or telephone to Malt Ban Telephonte (0)


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Saudi International Bank
 industrial relations in brazil

## Unions emerge from years of repression

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## Supreme Court

 to rule on state takeover lawsBrown tosses his hat in Presidential ring


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SOCIETE
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Alaska oil helps cut import bill by $6 \%$



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## WORLD TRADE NEWS

State U.S. predicts mid-February aws conclusion of GATT talks


New OPEC ship policy urged






Japanese car sales up by $11.6 \%$

| By Charies Smith in Tokyo JAPANESE DOMESTIC Ear registrations reachec in 197 , the second highest level on record and an the 1977 level. the yapan Automobile Dealers Associa: tion annonneed yesterday. <br> The Association attributes the high level of car sales to the effect of stepped-ap sales cifors hy manuracturers coinin the replacement sycle of passenger cars. The all-time record 1 year Ior domeste cales In Japan was 1973 when sales reached 4.91 m onits. Car owners who bought new models in that year wrere firs time in 1978 industry abalysts say. <br> Assoclation has not puhlished figures for car exports (these are released hy a separatc organisation and wink not he end of January). Aecording to preliminary estimates how: -4.59 m units overseas in 1978 , It was 5.7 per cent moce than <br> Car exports were up sharply during the first two quarters of 1978 (hy 27.8 per cenk and 14.8 per cent respectively over the previous year's level). |
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E. German and Polish shipyards
show record output despite slump



## Sharp rise in Israeli exports

 By David Lennon in Tel AvirISRAEL'S industrial expo ISR AEvi'S industrial emports
grew by 26 per cent last year to
 total \$3.25n. In addititon
Istalels enports of polished
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one third in the past year to one third in the past year to
$\$ 125 b \mathrm{l}$ The director general of the
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said that ding 1977 there was
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there was a fall off in the per-
cemtage of food and textile es. ports in of the annual total. Soviet gas deal









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Algeria lets contracts for
LP gas plant and pipeline













> Dutch chemicals industry sees better year ahead

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## HOW TOREDUCE YOUR COMPANY'S FUELBILL

Do you know that mostsmall-to-medium size companies are wasting 10 to 15 per cent of all the fuel they use for heating, power and lighting? Over 12 months that can cost a tidy sum. It could be the difference between making a profit and justbreaking even.

And, evenif you've already started to tackle the problem, you've a lot to gain by finding out how much energy you may still be losing.

Pin-pointing the wastage isn't that difficult. Especially if you take advantage of the Energy Survey Scheme.

All you have to do is fillin the couponand we'll send you details of the scheme andalist of independent professional consultants.

When you've chosen a consultant, he'II spend a day at your premises studying your company's energy use. He'll send you his report recommending simple modifications which could lead to substantial savings.

And the Department of Energy will pay up to $£ 75$ which is most of the cost of the survey. So, fill in the coupon and find out how to reduce your company's fuel bill.


UK NEWS

## Ford leads UK car market sales and imports in 1978



Plastics processors make poor progress











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jet be premature.




New National Savings issue





Royal warrant for Fisoñs


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Metal Box
Agood business to bein
Queens House, Forbury Road, Reading RG13/H Telephone:0734 58117ZTelex: 844337


## We've a lot more upour sleeve.

We've done it again
The Westand/Utrecht Hypotheekban growth in operating result and profit

Our third quarter figures show a vast improvement on last years and it looks as though the end of year figures
willbe showing record profit. op, il you re considering any rea onsider the Westand Utrecit Hypotheekbank
We come up trumps every time
The largest mortgage bank inthe Netherlands:
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## SE reports on share inquiry

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## Labour group suggests looser pay policy plan




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Talks on £24m BL aluminium works


## Company failure rate

 down by $27 \%$
#### Abstract




Iran crisis shows vital need for coal-Benn


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second series of meetins of
Coal Industry Tripartie Group Co the futury Triparatite Group.
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## Casting industry has its doubts

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## New deal likely on Concordes

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| BY ELINOR GOODMAN, LOBBY Staf |  |
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| C was given more respon- could be used in situations like the invasion of Zaire last year |  |
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## Spending on durables declines



Euro-Tories issue call for trouble-spot troops

HIRE PURCHASE CREDIT AND RETAIL SALES


Shetland probe
of Sullom Voe
oil spillage


## Accountants attack EEC order


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auditors within the community UK accountants are worried
that undue specialisation wat undue specialisation in accounting of the redias (the Ingstitute
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But although they criticise
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They " support the general They " support the general
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The following Tombstone announcernents were published
in the Financial Times during December

## BONDS



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## OTHERS



UK NEWS - LABOUR

## TRANSPORT DRIVERS' STRIKE PARALYSES BRITISH INDUSTRIES

# Big lay-offs expected soon 



Cargoes pile up in the docks


## Food industry grinds to a halt



## Provincial Press talks break

 down over pickets

## Print union merger move may

 widen split-or herald unity

Unions want to end public spending curb

AUEW tells Rolls-Royce men to work normally


## - BROADCASTING

## We'vehad it

 coming for years.Successful companies have been Simulates phone line
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Since 1853 our capacity has changed -our philosophy has not.

[^0]and a capacity that is many times larger than when we
started.
Bur we think our industry's sophistication makes it all But we think our industry's sophistication makes it all
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Harrison Line
WE CARE FOR YOUR CARGO
Thos \& Jas, Harrison Lid, Mersey Chambers, Liverpool L2 2 UF

The ins and outs of employing a company lawyer

## "Ithought metrication was miles away"



## LOMBARD

The agenda for Lloyd's

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## Bean's buplevers: a beauty on the bank


#### Abstract



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## ENTERTAINMENT GUIDE

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## Public sector principles



## Western aid

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## Uphearal


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The omens for a Communist federation in Indochina


## MEN AND MATTERS





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Eurobonds in December



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The magnetism of growth.
TDK is one of the world's largest manufacturers of ferrite
materials and components, and magnetic recording tapes. In 1935 we started production of ferrite, a basic magnetic material which spawned a whole rang olsuccess ful products over the following
four decades. four decades. our growth: sales have increased at a compound annual rate of
$18.4 \%$ over the last five years. $18.4 \%$ over the last five years, net earnings at $i n g s$ per share at $14.1 \%$. Return on sales averaged $7.5 \%$ during the same period. The key to growth has been our magnetic material design and prome to meet the demands of new markets.


Ferrite cores and magnets
These products, used mainly televisions, videotape recorders, equipment; have recorded compound annual sales growth of 18.4\% over the last five years.
The automobile industry is The automobile industry is another expanaigg
magnets.
Coil components and memory devices
Continuous introduction of high valueadded products has increas-
ed sales at $15.0 \%$ annually. With ed salatively short life cycle, we have placed emphasis on anticipating trends in such diverse visions and computers.
Ceramic capacitors
Strong sales of ceramic capacitors for use in a variety of electronic products including watches and in compound annual sales growth of $8.6 \%$. New product developments such as piezocera mic and semiconductor heating elements promise continued expansion.
Magnetic recoring tapes At $28.6 \%$ annually, this has the company. Audio fans have benefited from our innovations in magnetic materials. Applying these advances to videotape has resulted in superior products an another boost to sales.
金TDK.



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Financial Times Wedriesday January 101979 <br> \title{
Financial Times Wedriesday January 101979 <br> , Ferex <br> The Scottish thorn in Singer's side
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## Ratners tops $\mathbf{£ 0 . 5 m}$ at halfway: sees good year



## Serck still seeks foothold in U.S. to expand valve business


NEW LIFE BUSINESS
Yorkshire-General Life passes
f1bn mark for first time

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## London Clearing Banks' balances

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MINING NEWS
Foster
Bros. buys Millets of Bristol


## World diamond sales hit a best-ever $\$ 2.55 \mathrm{bn}$

## Banking figures






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## Chrysler and Mitsubishi discuss vital changes in business lines


#### Abstract

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## Mainland prospects for China Light



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## The boom goes on . . . and on


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## Secondary equities active and firm but leaders dull on continued labour unrest-Medium tap exhausted



## A FINANCIALTTMES SURVEY FACTORY AND MDUSTRIII EQUPMENT

## 30 January 1979

The Financial Times proposes to pablish a Survey on Factory and Industrial Equipment. The provisional editorial synopsis is set out below.
INTRODUCTION The factory today: a place for satisfying work and
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FACTORX BUILDING CONTRACTORS AND BUILDING REGULATTONS
Package services for all demands of factory building in the 1970 are available. FACTORY TRANSPO
MATERALSAS HANDING Conveyor technology maintains its advance to
 FACTORY STORAGE Automation, ease of maintenance and low cost Raw Material and product packaging This area has become an industry in its own right
PRocEsSING, SHRP FLOOR PRODUCTION Machine tools: component
assembly: raw materials, component and product quality testing equipment
COMPUTERS The biggest growth area reported by the Department of industryin recent mont
POWER EQUUPMENT Emergency power generation equipment for
lease, hire or outright purchase. The economics of installation. Pollution control eoutpment and noise control inct demand for waste fluid handiling plant, water purification plant and air,
HEAING AND VENTLLATING EQUPPMENT Specialised plant is
available for use in factories such as electronic plants where higb specification air and temperacure control is demanded.
STAFF AMENTIIES Canteen equipment and the need to provide more
facilities for the growing female labour force emploged in asseribly work. FLLORRING AND PARTITIIN EQUPMENT Ease of maintenanee and
the choice of appropriate surfaces for machinery and people dictates floor coverings.
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## NEW CRISIS FOR TEHRAN CIVILIAN GOVERNMENT

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## Air Canada resists airport move



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## Moves in Sweden to stop Volvo deal with Norway









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## Money supply under control


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    When brandy from La Rochelle was our trade,
    cumbersome, so necessarily great attention was given at every stage of the voyage.
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